



Driving profitable Growth with our Partners Capgemini-EMC: A new and innovative Partnering Model

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Our Capgemini Partnering Strategy in 2012

By working collaboratively with our Global Partner ecosystem, our Global Channels and Partners Team is:

1

Increasing our Group Margin

2

Increasing our Group Win Rate

3

Improving our Group Incremental Revenue

4

Accelerating our Group/SBUs Portfolio Transformation Program (PTP)

Winning in the Market with our Partners Ecosystem

Strategic Partners



~1 Billion+ €

Partner Portfolio



~100-500 Million €

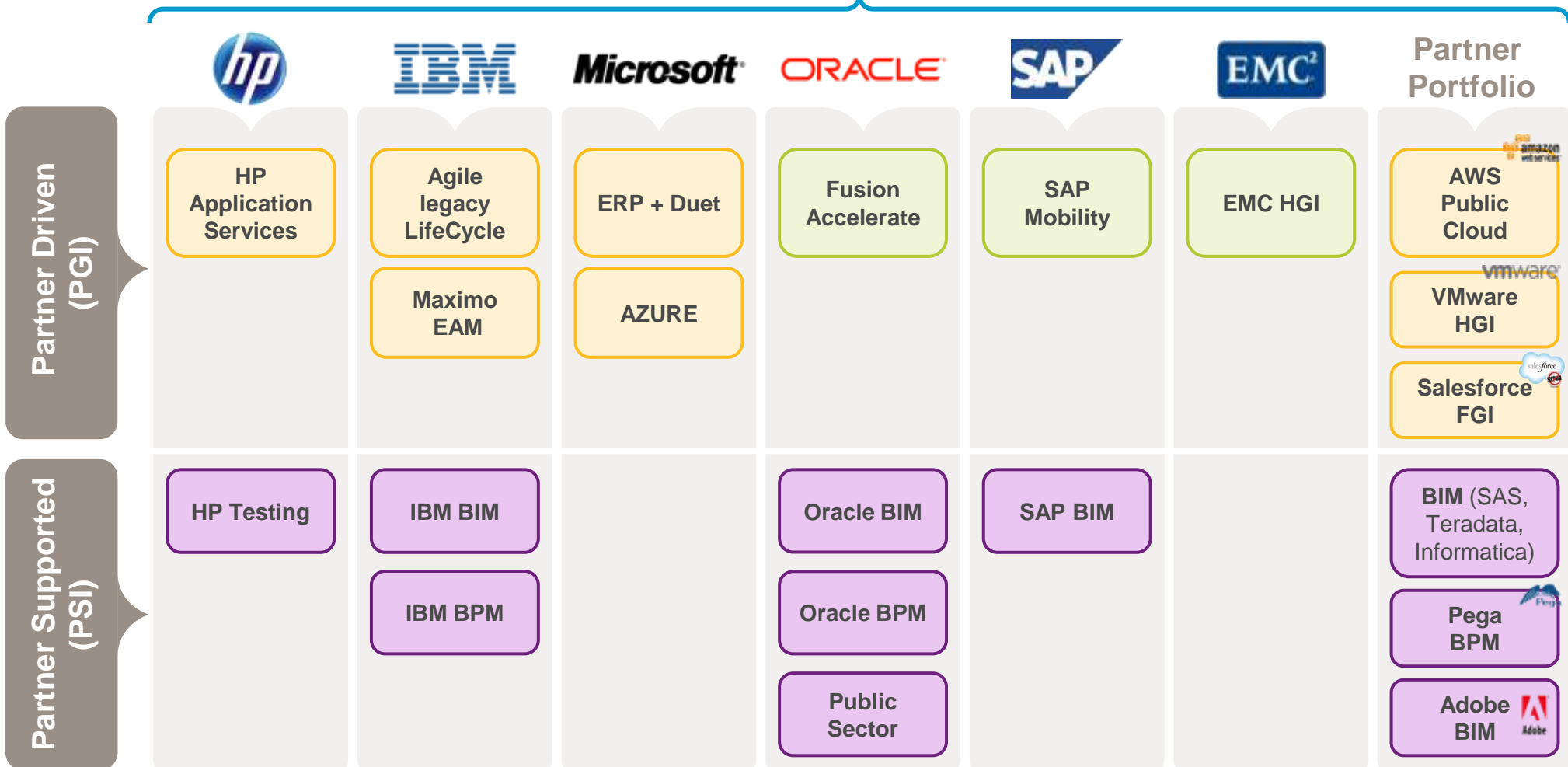
Regions/SBUs/Sectors



~20-100 Million €

By focusing on very specific and targeted Global Partner Growth Initiatives

Partners



Some selected 2012 Capgemini Partner Awards

Microsoft

- 2012 Microsoft Services Partner of the Year
- Capgemini group (Sogeti SBU):
- Azure Partner of the Year.
- Capgemini group (Sogeti SBU) : Innovation Partner of the Year.

EMC²

- Customer Satisfaction Award from EMC World 2012
- Partner of the Year 2011 from EMC
- World 2012.

SAP

Pinnacle Awards 2012

- Transformational Award: Unwired Enterprise
- Business Process Outsourcing
- (BPO) and Business Process as a Service (BPaaS) Provider of the Year

IBM

- 2012 IBM Best Business Partner awards in Netherlands and France
- Sogeti 2012 IBM Beacon Award for “Outstanding Business Transformation through becoming a Social Business”.

ORACLE

- Oracle Applications Partner of the Year
- Oracle Customer Support Partner of the Year in UK

What our Partners are saying about Us



Capgemini gets it

A true global approach of Partnership
A unique combination of Strategy AND Execution

Capgemini is innovative and bold

SAP Mobility Co-Innovation, EMC HGI, Microsoft Sector COE

Capgemini is speeding up and accelerating

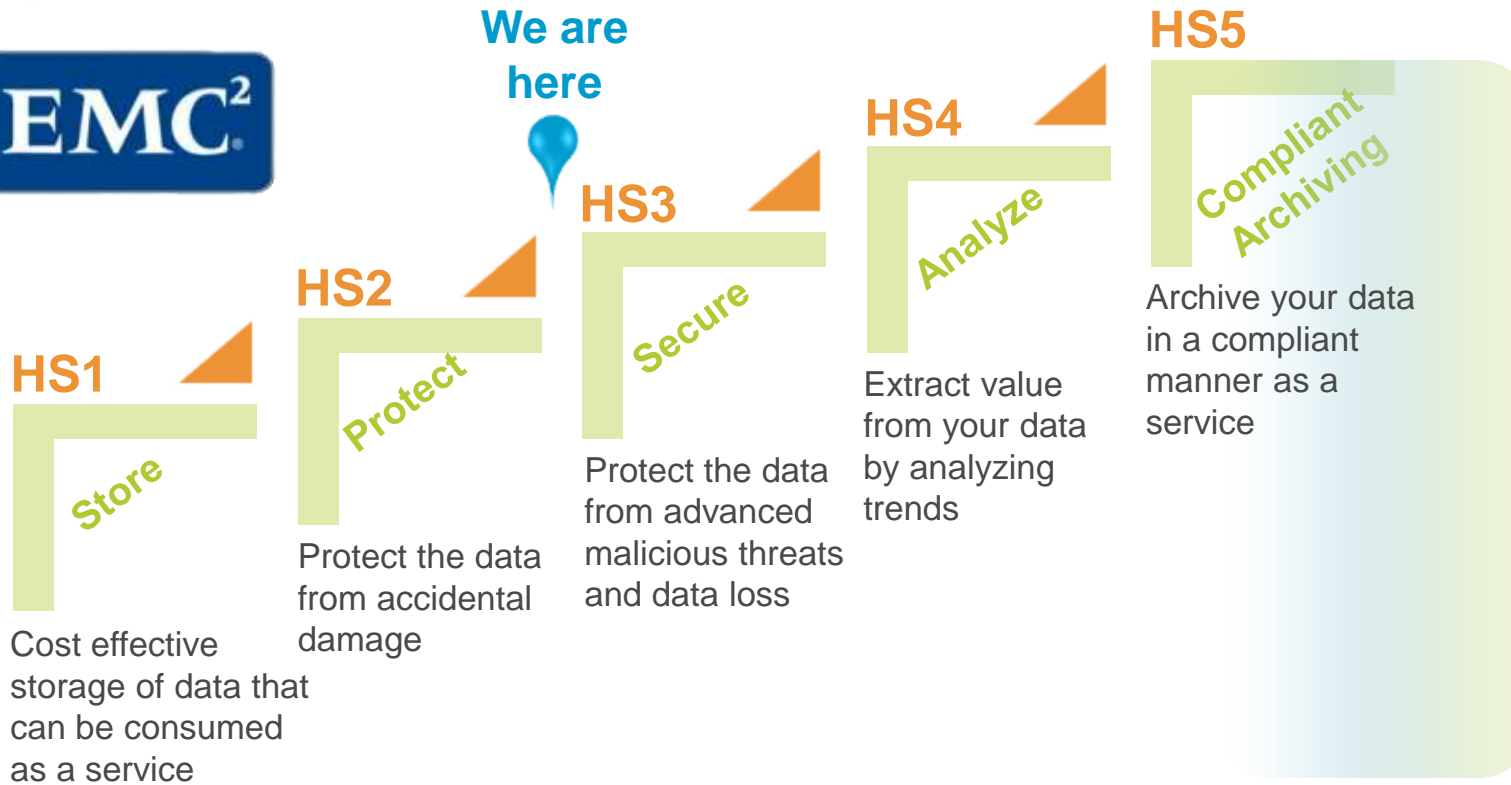
With SAP, Oracle, Salesforce, VMware, Amazon, Adobe, Pega, SAS, etc., Capgemini is raising the game with its Partners

Capgemini is creating new Partnering Business Models

Joint IP Development
Market Development Unit (MDU), Fast Growth Initiative

A Globally Standardised, Highly Price Competitive Information Platform

HGI Cloud Services
Messaging-as-a-Service
Case Management-as-a-Service
SAP Run



A partnership to drive the consumption of Cloud based services and provide solutions for Big Data

Global Deployment of HGI

Capgemini already has over 65 of our most important, strategic clients enabled/powerd by EMC globally, covering the majority of the key strategic data centres in France, UK, Germany, Netherlands, Nordics, USA and Canada

An achieving partnership delivering real benefits



Microsoft Exchange 2000 migration to 'as-a- service' messaging solution

Messaging-as-a-Service

- An enterprise-class email and calendar solution
- A VCE platform supporting a Microsoft solution, adhering to the strict client security requirements
- Dramatic TCO savings (over 41% over 4 years vs traditional asset owned solution)
- Resilient links into a broader Wide Area Network.
- Building and migrating 68,000 mailboxes within 12 months, including Blackberry services
- The “as a Service” price point for the Client is highly competitive - at the lowest quartile of industry benchmarking on a per mailbox per month basis
- Highly available, governed by very strict Service Level Agreements
- Scalable and flexible (up and down) with a minimum commitment of approx 56,000 mailboxes by 2015

**UK Public
Sector Case
Study**